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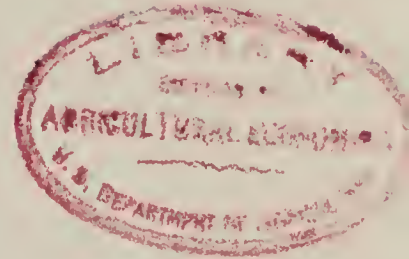
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UNITED STATES DEPARTMENT OF AGRICULTURE
Agricultural Adjustment Administration
Washington, D. C.

December 27, 1939



TO STATE EXECUTIVE OFFICERS, STATE AND COUNTY
COMMITTEEMEN, NORTHEAST REGION.

Committeemen attending the Northeast Regional Conference at New York, December 6-8, 1939, went on record as requesting that copies of the reports made by group committees to the general conference, together with the summary of "1940 Goals and Responsibilities" presented by Chas. D. Lewis just previous to adjournment, be forwarded to all county and State committeemen in the Region.

In compliance with that request, I am enclosing your copy of these reports.

Sincerely yours,

A. W. Manchester

A. W. Manchester,
Director, Northeast Division.

Enclosures

REPORT OF THE FRUIT COMMODITY GROUP
at Northeast Regional Conference, New York
December 6-8, 1939

Various problems of the fruit industry were discussed. It was found that while most of these problems could well be discussed under the general farm program, nevertheless there were many which were not applicable to the Agricultural Conservation Program.

Mr. Burmeister, of the the Bureau of Agricultural Economics, discussed the outlook for fruit. The prospect for production of most fruits is up for the next few years, except for apples, in which case there are fewer trees; the production per tree has been increased. The national consumption of apples per capita is decidedly on the decline. This year we are faced with a crop above normal, and, because of the war, a very restricted export demand. Also entering into the competition is a very large citrus crop. The stamp plan and direct purchase of surplus commodities are assisting in relieving the situation and are recommended for continuance.

Mr. Norman Gold, of the Federal Surplus Commodities Corporation, gave a very clear and complete report of the operation of the stamp plan and the direct purchase plan as operated by the Federal Surplus Commodities Corporation. Much discussion resulted.

The practices in the Agricultural Adjustment Administration program which are applicable to fruit were discussed. While the application of nitrates has always been a recognized practice of value, there has been an increasing interest in the application of lime, superphosphate, and potash to the orchard lands. The mulching practice was discussed and it was the opinion of the committee that this is one of the more valuable soil-conserving practices and that its further use should be encouraged among fruit growers of the Northeast Region. All practices now applicable to fruit were recommended to be continued in the future.

After considerable discussion, the committee recommends the addition of a practice to cover the removal of uneconomical or dead orchards for the purpose of bringing about a better and more profitable use of the land and in order to remove a menace to the production of good fruit and orderly marketing of the same. This recommendation received the unanimous support of the committee.

Carl Wooster,
Chairman.

REPORT OF THE LIVESTOCK COMMODITY GROUP
at Northeast Regional Conference, New York,
December 6-8, 1939

The principal questions considered by the dairy conference centered around possible trends toward an increase in dairy production and the relationship of the conservation program to any increase, and discussion of whether steps should be taken to prevent over-expansion. Specific questions discussed were: First, does the transfer of acreage from depleting to conserving crops under the program tend to expand dairy; and second, what is likely to be the effect of the soil-building practices, such as pasture improvement and increasing acreages of alfalfa and clover hay on dairy culture.

The facts were brought out that while the decrease in soil-depleting crops has amounted to around 30 million acres, only about 6 million have gone into hay, and that the data on total hay production in the country do not as yet indicate any considerable expansion. It was further pointed out that the transfer of land from grain crops to hay very frequently resulted in some decrease in total animal food produced and that such increase in hay and forage as might occur was likely to be offset by a decrease in the quantity of grain available for dairy feeding.

The group agreed that the shifting of acreage under the soil conservation program was not considered likely to prove of much significance to the dairy industry. It was felt, on the other hand, that the soil-building practices carried out in the Northeast Region might very easily result in an expansion of dairying there; that any developments of significance in this field would require several years and should be watched carefully in order that measures might be taken, if need appeared, to prevent any overloading of dairy markets. The conference specifically recommended that an active study be made of possible means of controlling dairy production in order that measures may be available if they are needed at some later time.

The conference also agree, after careful discussion, that prices of dairy products have throughout the past kept closely in line with prices of dairy grain, and that dairying is more profitable when grain prices are maintained at reasonably high levels. They endorsed the Ever-Normal Granary program as an assistance to the dairy industry of the Northeast in maintaining dairy prices.

R. Y. DeWolfe,
Chairman.

REPORT OF THE VEGETABLE COMMODITY GROUP
at Northeast Regional Conference, New York,
December 6-8, 1939.

The following are the recommendations submitted by the vegetable group:

1. That the FSCC move the Stamp Plan as fast as possible into the Northeast Region.
2. That more funds be allocated to the vegetable industry in view of the following listed values of the crop and the land used for vegetable production.

Value - 10%
Land - 1.6%
Allotments - 4.2%

3. That the provision allowing State Committees to allocate 3% more than the 1936-37 average of commercial vegetables to county committees be continued in 1940.
4. That future programs for vegetable growers of the Northeast Region provide for the earning of adequate payments on a soil-conservation basis, rather than by allotments. We realize that adjustments must be made to make possible such allowances. Coupled with this, should be penalties for exceeding normal acreages, because only through production adjustments can market supplies be kept at a point where market prices will allow reasonable income and approach parity prices.
5. All processed vegetables be classified as "vegetables" under the Agricultural Conservation Program.
6. The vegetable growers of the Northeast Region wish to express their appreciation for the opportunity to meet as a group and for the able assistance given by the AAA and by the States. They hope that future conferences of the same nature can be called.

H. F. Tompson,
Chairman.

REPORT OF THE TOBACCO COMMODITY GROUP
at Northeast Regional Conference, New York
December 6-8, 1939

- I. It is recommended to the Conference that all committeemen be prepared to assist in securing the following changes in the marketing quota provisions of the Agricultural Adjustment Act of 1938:
 - A. That types 42 to 55, inclusive, be combined with Type 41. The group indicated that there is sufficient competition, at least between certain grades of Type 41 and the other types of filler and binder tobacco, to justify the combination of all such types for the purpose of marketing quotas.
 - B. That the provision of the Act permitting a 10 percent increase in the national marketing quota be changed to permit a 10 percent increase in any one or more types of cigar filler and binder tobacco. The purpose of this proposed change is to adjust for possible low supplies of a particular type or types of cigar filler and binder tobacco.
 - C. That authorization be given for sale by farmers, without regard to quotas, of tobacco produced by them during any year or years in which marketing quotas are not in effect and held over until a year when quotas are in effect.
 - D. That provision be made for the collection from any farmer of penalty which should have been paid on tobacco sold in excess of the marketing quota for his farm but which was not paid because of wilful action by the farmer to prevent collection and payment of the penalty.
- II. It is recommended that the tobacco section of the Regional Bulletin NER-400 be amended to provide that the final 1940 Tobacco Acreage Allotment be the smaller of the preliminary allotments as established by the county committee, or 110 percent of the acreage of tobacco actually harvested on the farm in 1940 unless failure to harvest such acreage was due to drought, flood, hail, other abnormal weather conditions, or plant-bed diseases.
- III. It is recommended that the instructions for determining individual farm tobacco acreage allotments contain provisions strongly suggesting to committees that adjustments be made between individual farm allotments to care for apparent trends in production. This provision to provide that if the 1939 acreage of tobacco harvested on any farm is more than one acre in excess of the 1939 allotment and the 1938 acreage was not less than the 1939 tobacco allotment, the preliminary 1940 allotment shall not be in excess of the 1939 allotment, plus one-half the acreage by which the 1939 acreage exceeded the 1939 allotment, provided that the establishment of such an allotment would not violate any principles of good farm management; and if the 1939 acreage of

tobacco was more than one acre less than the 1939 allotment, and the 1938 acreage was not in excess of the 1939 allotment, that the 1940 preliminary allotment shall not be in excess of the 1938 acreage plus one-half the acreage by which the allotment was in excess of the actual acreage.

- IV. It is the feeling of this group that it cannot too highly recommend the establishment of an all-risk crop insurance program for cigar tobaccos at the earliest date possible.
- V. It is strongly recommended that county committees conduct a vigorous campaign to increase participation in the 1940 program; this educational campaign primarily to make use of the following two fundamental reasons:
 - A. To bring home to individual growers by all methods available, such as newspapers, radio, personal contacts by community committeemen and their assistants, and by educational material mailed direct to the growers' homes, both by Extension and AAA, the fact that the burdensome surpluses of cigar filler and binder tobaccos which hung over the market during recent years and which caused depressed prices have been removed, and that the supply of these tobaccos is now in a reasonable relationship to prospective demand, but that any increase in acreage beyond the allotment established under the 1940 program would disrupt the existing favorable relationship between supply and demand and have the further effect of depressing prices.
 - B. That this program represents the joint effort of cooperating farmers to regulate the supply of tobacco to prospective demand, and that as such it is the moral duty of all farmers in the community to cooperate since there is adequate provision for all farmers to receive equitable acreage allotments.

A. C. Bardwell,
Chairman.

REPORT OF THE POTATO COMMODITY GROUP
at Northeast Regional Conference, New York,
December 6-8, 1939

1. The 1938 and 1939 potato allotment program has been successful in its major objective to stabilize acreage and has been a major factor in obtaining better prices to the potato growers. Another factor, however, affecting the price received for the 1939 crop was decreased yield caused by drought conditions. With normal yields in 1940, the present effective allotments would not be too small and every effort should be made by potato growers to stay within these allotments for 1940. The potato group also does not believe that war conditions warrant any expansion in acreage.
2. It was the recommendation of this group that the 1939 State acreage allotments be maintained in 1940. That additional allocations to States by the Washington office from any regional reserve be made only to correct for errors in the effective State allotments as now computed, upon presentation by the State committee to the Regional Director of evidence which would substantiate the adjustment.
3. The group felt that they do not have accurate information with respect to compliance with the potato allotment program in other regions and recommended that the Agricultural Adjustment Administration make this information available to them. It was also felt that official government statistics do not reflect actual commercial potato acreages which have now been determined by the Agricultural Adjustment Administration committees. It was, therefore, recommended that potato acreage data now available in State offices be taken more largely into consideration by the Crop Reporting Service.
4. It was recommended by the group that State and county committees in all commercial potato areas in all regions instigate an active campaign to thoroughly acquaint bankers, businessmen, and all farm groups, as well as all commercial potato growers, with the facts concerning the prospective potato situation for 1940 and the potato allotment program. Committees are urged to use all available means at their command, including radio broadcasts, the public press, potato associations, agricultural schools, Future Farmer groups, meetings with other farm groups, and meetings with businessmen.

Carl R. Smith, Chairman.

REPORT OF THE WHEAT COMMODITY GROUP
at Northeast Regional Conference, New York,
December 6-8, 1939

The wheat commodity group for the Northeast Region met in New York City on December 6th and 7th, 1939, considered the wheat program of the Agricultural Adjustment Administration as it applies to the Northeast Region, and submits the following recommendations for your consideration.

1. The group representing the wheat-growing sections of the Northeast Region is in support of a national wheat stabilization program, desires to cooperate to the fullest extent, and to obtain all the benefits to be derived therefrom.
2. Due to a common practice of using wheat as a winter cover crop and green manure crop in some sections of the Northeast Region, and because wheat acreage allotments have been established on a basis which did not include wheat used for these purposes, the group strongly recommends May 15 as the final date for determining the planted acres of wheat, and that the acres classified as planted wheat on May 15 should be determined without restriction as to the acreage actually planted. It was felt that any earlier determination of the planted acreage of wheat would defeat the purpose of the wheat program insofar as it discouraged the using of wheat as a cover crop or prevented a farmer from compliance by its use.
3. Because wheat is commonly used as a nurse crop for grass seedings in the Northeast Region, and due to a considerable number of small and irregular fields in some wheat sections, it is recommended that consideration be given to some provision which will allow county committees to increase acreage allotments by not more than three acres after compliance determination where it is found that:
 - a. The wheat is used as a nurse crop for grass seedings.
 - b. The final acreage allotments so established do not exceed the allotments available for such farms.
4. The wheat loan program was supported by the group, which requested that preparation be made for a larger participation in this phase of the wheat program next year if such loans are provided in the interest of stabilization.
5. The group recommends a careful study of present wheat yields and that consideration be given to revising county check

yields so that they more accurately represent present yields. It was felt that better seed, better farming practices, and participation in the Agricultural Conservation Program are resulting in increased yields which are not recognized in the present check yields.

6. The group recognizes that crop insurance is an important factor in stabilizing individual farm incomes and a desired part of the Ever-Normal Granary, and therefore wishes to continue the support of the crop insurance program and recommends that it be presented earlier in the year than it has been in the past.

Graybill G. Minnich,
Chairman.

REPORT OF COMMITTEE ON INFORMATION
at Northeast Regional Conference, New York,
December 6-8, 1939

The information committee carried its discussions to the point where there was rather general agreement on the following points:

1. A great deal of constructive educational work has been done but need for it continues.
2. Definite planning is needed if such work is to be really successful.
3. Since situations vary so much, educational work can be planned and carried out successfully only by States and by counties with the State.
4. Responsibility for seeing that educational work is carried through in a State must be undertaken by the State committee, and within the county by the county committee. This is not to say that the State - or county - committee will actually do all of the educational work, but must see that it is effectively done.
5. In planning a complete educational program, a State or county committee will need to determine:

a. To what groups do we need to carry information.

The information committee listed as examples:

Committeemen, farmers, businessmen, farm women, city women, vocational agriculture teachers, and farm checkers. The list would vary from county to county.

b. What information do we need to carry to these groups.

The committee was of the opinion that the information needed would always be determined by the local interest. At the same time, interest should be stimulated on broader questions.

The following list of questions is given as a sample, but it is recognized that any such list would vary from county to county:

- I. Will the increased use of superphosphate and lime increase grassland production and result in surplus milk?
- II. Will the program keep marginal farmers in production?

III. What effect will trade agreements have on agriculture?

IV. Isn't the program hurting poultrymen?

V. Does the Ever-Normal Granary help Northeastern poultrymen & dairymen?

VI. Why have potato allotments?

VII. What is the farm program, anyhow?

c. What means are we going to use to reach these groups of people with the answers to their questions?

It was recognized that the methods used would vary from State to State, and from county to county, depending on the groups to be reached and the type of information needed.

It was at this point that the discussion was turned over to the general conference. The best summary of this discussion is contained in "1940 Goals and Responsibilities," as presented by Charles D. Lewis, Assistant Director, Northeast Region, just previous to the adjournment of the conference.

J. E. Walker,
Chairman.

1940 GOALS AND RESPONSIBILITIES

Remarks by Chas. D. Lewis, Assistant Director, Northeast Division, A.A.A., at Regional Conference, New York City, December 8, 1939.

Everyone is familiar with the goals and objectives of the national farm program -- namely, to conserve our land resources; to secure a fair income for the farmer; and to assure the consumer of adequate supplies of food and fiber.

Congress has provided the machinery with which to substantially reach these goals, but the burden of making this machinery work in a democratic manner rests squarely upon the people -- particularly the farmers. Democratic administration is dependent upon a well-informed electorate. The national farm program will be effective in reaching its goals only as farmers and consumers alike understand the problems of agriculture and the objectives and accomplishments of the farm program.

The responsibility of informing the public, including farmers and consumers, about the farm problem and the efforts being made to solve it rests squarely with the State, county, and community committeemen. You can and should enlist the cooperation of every available agency in order to get the job done; but you have the responsibility of getting it done.

In order that we may crystallize the things which have been discussed throughout this conference, I propose to set up another goal for Triple-A committeemen -- a goal which I repeat must be reached if the goals or objectives of the national farm program are to be reached.

This old goal in new clothing is that every farmer in the Northeast understand and take part in the 1940 program and that every other citizen of the Northeast Region be informed with respect to (1) the national farm problem; (2) the objectives of the national farm program; and (3) the accomplishments of the national farm program. A little later on I am going to attempt to point out how this may be done. Here I would like to say that it will not "just happen"; that you cannot leave it to others; that you must carefully organize it and patiently and persistently pursue it in order that it get done; that a few people cannot do it; that every State, county, and community committeeman in the Northeast Region will have to work at it -- tirelessly, patiently, enthusiastically.

Conservation as a fine-sounding term is today accepted generally by almost everyone in the United States. But when we get to talking about how to achieve conservation, then we get into violent disputes. I have no quarrel -- and I believe you have no quarrel -- with the person who does not believe in the present methods of conservation and who has some other method to offer. Those people make a healthy contribution to a democratic society. However, it is difficult to deal with a person who professes to believe in conservation in theory and yet objects to all efforts to practice it -- and we may have some of those still among us.

A fair income for farmers is another fine-sounding phrase in the abstract, and with apologies to Mark Twain, "Every one seems to like to talk about it, but there are many who don't seem to really care to do anything about it." A fair income for farmers has to come from somewhere other than thin air, and it is the process of getting it that seems to disturb many of the faint-hearted.

Adequate supplies of food and fiber seems to be the one thing that producers and consumers alike can agree on. It has always been one of the greatest compliments to the farmer that he is not only willing but anxious that the consumer have everything the soil can supply. In fact, the farmer has frequently let this generous streak lead him virtually to destruction.

Now, how are we going to meet this problem of informing people of the Northeast regarding the farm problem of the Nation, and of the national farm program and how it is working? For your discussion, I would set up these goals:

(1) That State committeemen personally see to it that every county committeeman in the State is thoroughly informed (a) regarding his duties and responsibilities, (b) with respect to the farm problem, and (c) about the objectives and accomplishments of the national farm program.

(2) That every county committeeman personally see to it that every community committeeman in the county is informed with respect to (a) his duties and responsibilities, (b) the national farm problem, and (c) the objectives and accomplishments of the national farm program.

(3) That every community committeeman personally see to it that every farmer in his community is informed with respect to (a) the national farm problem, (b) the objectives and accomplishments of the national farm program, and (c) how he can use the national farm program on his farm to accomplish the most for society.

(4) That State, county, and community committeemen divide among themselves the responsibility of informing interested leaders in the community, county, and State regarding the national farm problem and the objectives and accomplishments of the national farm program.

(5) That every county committee hold at least one supper meeting during the year, where, if possible, the wives of the county and community committeemen in the county will prepare the meal; each county and community committeeman invites one businessman and possibly his wife; and the county committee put on the program themselves personally. The program should be designed to inform the businessmen with respect to the national farm problem and the objectives and accomplishments of the national farm program.

(6) That State, county, and community committeemen definitely plan to have one of their number discuss the national farm problem and the objectives and accomplishments of the national farm program before interested groups in the State. By "interested groups," I mean farm organizations, service clubs, businessmen meetings, trade associations, etc.

(7) That consideration be given in each State to having a capable farm woman available at meetings of interested groups of women in the State for the purpose of presenting the national farm problem and the objectives and accomplishments of the national farm program.

I would like to point out again that these things will not "just happen." The State committee will have to devote one or more meetings to carefully planning just how each one of these things is to be done; when it is to be done; and who is to do it. A State committeeman will then have to meet with each county committee and go through the same process; and the county committee will have to meet with the community committeemen and carefully plan how, when, and by whom each of these things is to be accomplished. And when all this planning has been completed, the job has only been started.

Every committeeman who has assumed his responsibility in connection with the job will have to patiently and tirelessly pursue that responsibility until it is well done. If the job is to be done, each committeeman in the region must take part. If for any reason any committeeman does not feel that he can carry his share of the load, we hope he will see fit to secure an alternate who will do it or step aside and make room for a new committeeman who is in position to do it.

I said in the beginning that you cannot reach these goals if a few of you try to do the entire job. There are some 7,000 State, county, and community committeemen in the Northeast Region. If there are 350,000 farms in the region this means that each committeeman has to inform not more than 50 farmers during the year, and in addition to this the committeemen in industrial regions should set as their goal for 1940 to inform at least 50 businessmen and consumers.

I am afraid many of you may feel that you may get too cold a reception, especially among the business and consumer group. I believe this depends a great deal on how you approach these people. Many of our committeemen have told me of conversations they have had with businessmen and consumers who were apparently very hostile to the program, but who became quite friendly after they understood the facts. Obviously, you can't go before people of this kind and start an argument with them. You have to be patient, willing to listen to their arguments, and explain the farmers' side in a friendly, helpful manner rather than in an argumentative manner.

In closing, I should like to say that it is my judgment that the national farm program will stand or fall depending on whether you committeemen and the other thousands like you do a really good job in reaching this goal which I have attempted to outline for you.

